

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

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DRAFTED BY COM B T/ /JBURG SS
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FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST PRIORITY

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E.O. 11652: NA

TAGS: BEXT, EPAP, EINO, RO

SUBJECT: FOLLOW-UP TO MORTON/OPREA MEETING

REF: (A) STATE 160863, (B) STATE 161484, (C) BUCHAREST 3157
(D) STATE 167586

1. THIRD MEETING BETWEEN GOR AND COM/BEWT OFFICIALS
HELD ON JULY 18. MEETING FOCUSED ON: (1) REVIEW OF EXPORT
PRODUCT LIST REFERRED TO PER PARA 2 REF (D); (2) DETAILED
DISCUSSION OF COOPERATION LIST AND EQUIPMENT TECHNOLOGY
IMPORTS LIST REFERRED TO PER PARA 9 REF (D); (3) ITEM BY
ITEM DISCUSSION OF IMMEDIATE EXPORT LIST REFERRED TO PER
PARA 7 REF (D); AND (4) DISCUSSION OF PROPOSED VISIT OF
ROMANIAN TEAM TO U.S.

2. RE ITEM (1) ABOVE, COM/BEWT OFFICIALS INDICATED
PARTICULAR GOR EXPORTS ON LIST WHICH WE FELT LOOKED
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PROMISING AND OFFERED ASSISTANCE IN IDENTIFYING U.S. COM-
PANIES, INCLUDING INDIVIDUALS WITHIN THOSE COMPANIES, WHOM
GOR SHOULD CONTACT. COM/BEWT OFFICIALS ALSO FRANK IN
POINTING OUT GOR EXPORTS WHICH NOT LIKELY TO FIND U.S.

BUYERS. GOR OFFICIALS PROVIDED MORE DETAILED INFO RE THOSE EXPORTS WHICH HAVE GOOD MARKET POTENTIAL IN U.S.

3. RE ITEM (2) ABOVE, GOR OFFICIALS REVIEWED IN CONSIDERABLE DETAIL THEIR PROGRESS ON EACH ITEM IN LIST. COM/BEWT INDICATED WHICH ITEMS CAUSED EXPORT CONTROL PROBLEMS AND WHERE WE COULD ASSIST IN FINDING U.S. PARTNERS. COM/BEWT PROMISED TO GET BACK TO GOR AS SOON AS POSSIBLE WITH THIS INFORMATION. COM/BEWT NOTES WITH PARTICULAR INTEREST GOR DESIRE TO IMPORT TECHNOLOGIES AND EQUIPMENT FOR SUBSTANTIAL SIZE PROJECTS SUCH AS THOSE INVOLVING PAPER AND WOOD PULP PLANT, CEMENT VACUUM PUMP INSTALLATION, AND PHOTO-SENSITIVE PLANT. (ROMANIANS INDICATED ARRANGEMENT WITH OLSZEWSKI AT IMPASSE BECAUSE FAILURE TO REACH AGREEMENT ON GUARANTEE OF PRODUCT).

4. RE ITEM (3) ABOVE, COM/BEWT OFFICIALS REVIEWED EACH OF 21 ITEMS WITH GOR AND INDICATED WHERE POTENTIAL EXISTED FOR EARLY SALE. IN MANY CASES RE THESE ITEMS GOR IS ALREADY IN CONTACT WITH APPROPRIATE U.S. COMPANIES AND NEEDS NO ASSISTANCE. IN OTHER ITEMS COM/BEWT CAN BE HELPFUL AND WILL PROVIDE GOR WITH LIST OF APPROPRIATE CONTACTS NEXT WEEK. COM/BEWT WAS QUICK TO POINT OUT THOSE ITEMS WHICH OFFERED NO HOPE FOR U.S. SALES SUCH AS D.D.T.

5. RE ITEM (4) ABOVE, GOR INDICATED THAT NUMBER OF PEOPLE IN TEAM AND LENGTH OF STAY ARE STILL UNCERTAIN AT THIS POINT. TEAM WILL ADDRESS ISSUES NOW DEVELOPED FROM SUBJECT LISTS IN CONNECTION WITH UPCOMING COMMISSION MEETING. COM/BEWT PROPOSED MINIMUM 4 DAY MEETING AT GOVERNMENT TO GOVERNMENT LEVEL FOLLOWED BY POSSIBLE MEETINGS AND VISITS WITH INTERESTED U.S. COMPANY OFFICIALS WHICH COM/BEWT EMPHASIZED AND WILL ASSIST IN FACILITATING. COM/BEWT FURTHER SUGGESTED TEAM VISIT BE TARGETED FOR FIRST OR SECOND WEEK IN SEPTEMBER. THIS WOULD DOVETAIL WITH GOR OFFICIALS IN MICULESCU TEAM WHO WILL HAVE JUST ARRIVED U.S. AND WHO MAY WISH TO TAKE PART IN THESE MEETINGS.
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INGS, AS WELL. IN RESPONSE TO GOR INQUIRY RE OFFICIAL LEVEL U.S. DELEGATION COM/BEWT INDICATED IT WILL PROBABLY BE HEADED DAS DOWNEY. NO INDICATION FROM GOR AT THIS POINT OF THEIR COUNTERPART HEAD OF DELEGATION. GOR AND COM/BEWT OFFICIALS WILL MEET AGAIN EARLY NEXT WEEK TO EXPLORE FURTHER ISSUES RE THIS VISIT INCLUDING TIMING, TEAM COMPOSITION, PRELIMINARY AGENDA, ETC.

6. COM/BEWT STILL UNCERTAIN OF PROGRESS OF PARALLEL TALKS RE THESE ISSUES. WE REPEAT DESIRE TO COORDINATE OUR DISCUSSIONS HERE WITH YOURS IN BUCHAREST. GOR OFFICIALS UNABLE TO REPORT ANYTHING IN THIS REGARD FROM THEIR SIDE.

PLEASE ADVISE RE THIS PARA AND ISSUES RAISED PER PARAS 1
THROUGH 5. KISSINGER

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